



October 31, 2014

To: Executive Board

Subject: **Contract Award – Security System Maintenance**

Recommendation

Authorize the Executive Director to negotiate final terms and conditions and enter into Agreement No. 15-012 in the amount of Three Hundred Forty-Two Thousand Six Hundred Dollars and Ninety-One Cents (\$342,600.91) with G4S Technology LLC for the provision of security maintenance services of Foothill Transit's Electronic Security Systems (ESS). The base contract term will be three years, with two one-year options to be exercised at Foothill Transit's sole discretion.

Analysis

Foothill Transit issued Request for Proposals (RFP) No. 15-012 on August 27, 2014 for the provision of security maintenance services for the Foothill Transit's ESS, including, but not limited to, routine and preventive maintenance, response to service calls, and ESS network management at all Foothill Transit facilities and locations.

On September 24, 2014, proposals were received from G4S Technology LLC and Johnson Controls Inc. An evaluation committee reviewed the technical proposals, with each technical proposal evaluated based on the following criteria and weighting:

Technical Qualifications (weighted 80 percent of Overall Score)

- Work Plan and Technical Approach (50 percent)
- Statement of Qualifications, Experience and Organizational Relationships (30 percent)

Price (weighted 20 percent of Overall Score) was scored as follows:

$$\text{Proposer's Price Score} = \frac{\text{Lowest Price}}{\text{Proposer's Price}} * 100$$

Overall pricing for each contractor was determined by using their total proposed fees for the three base years of the Contract, and for each of the



two option years. As is reflected in the pricing scoring, Johnson Controls' three-year base term pricing of \$297,354 was lower than the G4S total of \$342,600.91. If both option years of the contract were exercised, the Johnson Controls pricing would be \$505,634, compared to \$592,797 for G4S.

Interviews were conducted on October 8, 2014 with each proposer, and each firm was given an opportunity to clarify and expand on their written proposal and respond to questions from the evaluation committee. Following the interview process the proposals underwent a final evaluation by the committee.

G4S's proposal was ranked highest with an overall score of 90.64 out of a possible 100 points. Johnson Controls ranked second with an overall score of 86.74 out of a possible 100 points. A summary of the final scores is provided below.

		Proposer	
Evaluation Factors	Maximum Score	G4S	Johnson Controls
1. Work Plan and Technical Approach	50	46.10	41.60
2.Statement of Qualifications, Experience and Organizational Relationships	30	27.48	25.14
3. Price	20	17.06	20.00
Total	100	90.64	86.74
Rank		1	2

Budget Impact

Foothill Transit's adopted Business Plan includes funding for maintenance services of the ESS through June 2015. Funding for the maintenance services will be programmed into each subsequent year's Business Plan.

Sincerely,

Kevin McDonald
Deputy Executive Director

Doran J. Barnes
Executive Director